

Message Text

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17

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/CAGNE/CLOUSTAUNAU:SDW

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COM/BIC/CAGNE/PBHALE

NEA/IRN/BMORTON (INFO)

----- 118195

R 202242Z MAY 75

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN

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E.O. 11652: N/A

TAGS: OVIP, IR

UOJECT: INDUSTRIAL WAREHOUSE - EMAD VISIT TO U.S.

REF: TEHRAN 4550

1. COPY EMAD'S ITINERARY AIR POUCHED TODAY. ROUGH OUTLINE
GIVEN IN HOSTLER'S LETTER TO BREWIN.

2. EMAD'S COMMENTS TO CAGNE AND TO COMPAMY OFFICIALS:
--J.C. PENNEY WAREHOUSE IN COLUMBUS WAS HIGHLIGHT OF TRIP
UP TO THAT POINT;
--AVON WAREHOUSE WAS WHAT HE CAME TO SEE;
--THERE WAS TOO MUCH TALK IN FIRST DAYS OF VISIT;
--VISIT TO BOSTON (ROBERT A. WEAVER AND ASSOCIATES) NOT TOO
USEFUL;
--HE DID NOT LIKE THE EARLY HOURS AT WHICH SEVERAL APPOINT-
MENTS WERE SCHEDULED:
--HE WAS WORN OUT BY EVENING OF MAY 7, SO FMC LIMITED
PLANT VISIT TO AVON WAREHOUSE.

3. CAGNE EVALUATION: TRIP APPEARS TO HAVE BEEN FRUITFUL.
IN LAST WEEK, TOO MUCH WAS PUSHED INTO TOO LITTLE TIME.
DISCUSSIONS IN WASHINGTON WERE NECESSARY BUT POSSIBLY
COULD HAVE BEEN SHORTENED TO ALLOW MORE TIME FOR TRAVEL.
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IRANIAN EMBASSY WAS VERY COOPERATIVE IN TAKING CARE OF

EMAD IN WASHINGTON PARTICULARLY GIVEN FACT THEY HAD NO

NOTICE FROM GOI OR EMAD HIMSELF. COMPANIES WERE ALSO
VERY COOP-RATIVE IN ARRANGING ESCORT AND ENTERTAINMENT
FOR EMAD AND HIS WIFE.

4. THERE LIKELY TO BE FOLLOW UP ON THIS TROUGH
COMMERCE AND EMBASSY ON PART OF ,RICE WATERHOUSE AND
SVERDRUP & PARCEL - TWO COMPAMIES AND THEIR ASSOCIATES
ARE WORKING TOGETHER ON PROJECT. OTHER COMPANIES APPEAR
TO BE GOING TO EMAD DIRECTLY.

5. COMMERCE MADE APPOINTMENT WITH ROBERT A. WEAVER AND
ASSOCIATES AS REQUESTED TEHRAN 3117. COMMENTS OF COMPANY
OFFICIALS AND EMAD'S REMARK (PARA. 2 ABOVE) LEAVE SOME
QUESTION AS TO COMPANY'S INTEREST IN WAREHOUSE PROJECT.
WOULD APPRECIATE ANY INFO EMBASSY CAN PROVIDE ON EMAD'S
DISCUSSIONS WITH COMPANY OFFICIAL IN TEHRAN PRIOR TO
DEPARTURE FOR GERMANY AND U.S. INGERSOLL

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